

VAISHNAVI SURESH UGALE

Shree Swami Krupa

Shreeram nagar Opp. B. Ed college

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30 April

<https://pratilipi.page.link/aChrLTtQGE9inFMT8>

in https://in.linkedin.com/in/vaishnaviugale9767976283?trk=public_profile_samename-profile



EDUCATION

- **BJP SAHYADRI VIDYALAYA SANGAMNER** 2016
SSC
First class
- **DR. DA OHARA JUNIOR COLLEGE SANGAMNER** 2018
HSC
second class
- **BPHE SOCIETY'S AHMEDNAGAR COLLEGE AHMEDNAGAR** 2021
B. Sc. Biotechnology
First class

EXPERIENCE

- **Imperial Polylayers (Freelance)** March 2022 - March 2022
Business Representative
Promoted mulching paper solutions, driving agricultural sales growth
- July 2022 - May 2023
Growloc LLP
Sales Representatives
-Promoting sustainable agriculture and hydroponic produce
-Driving customer satisfaction and business growth.
- May 2023 - Nov2023
Growloc Pvt. Ltd
Business Development Associate
-Drove revenue growth and expanded client base through strategic partnerships and initiatives.
- Promoted sustainable agriculture practices, streamlining processes, and enhancing customer satisfaction.
- Nov 2023 - April 2024
PrepCA Edusurv Pvt. Ltd
Senior Business Development Associate
-Drove business growth through partnerships and strategic initiatives.
- Expertly guided CA aspirants in admissions, ensuring seamless transitions.
- April 2024 - September 2024
CoachX. Live
Business Development Executive
-Identified and pursued new business opportunities, building relationships and partnerships.
- Led and mentored the team to achieve exceptional results.

LANGUAGE

- Marathi
- Hindi
- English

ACHIEVEMENTS & AWARDS

- 1. Participated in HELIX Exhibition in Ahmednagar College, Ahmednagar 2018
- 2. Participated in HELIX Exhibition in Ahmednagar College, Ahmednagar 2019
- 3.Participated in Navenya: Innovative Minds Competition conducted by Department of Biotechnology, in Modern College of Arts, Science and commerce
- 4. Participated and worked in Kisan Exhibition, Conducted by Kisan Forum Private limited company

- 5. Participated in Super Writer awards by Pratilipi
- 6. Participated in Golden Batch Author workshop by Pratilipi
- 7. Rising star of the month award june 2024
- 8. Rising star of the month award july 2024

CERTIFICATIONS

- **Sales Funnel - Great Learning**
Completed Sales Funnel course, mastering the 3 key stages: awareness, consideration, and decision.
- **Negotiations Skill in Sales**
Completed negotiation skills course, enhancing ability to drive sales growth and build strong client relationships through effective communication.
- **Sales Management**
 - Sales Management CourseDeveloped skills in sales strategy,
 - Team leadership, and performance management to drive business growth.
- **PMP Basic Certificate**
Enhanced my skills with PMP Basic Certificate from Simplilearn by Skillup! Now proficient in managing varied projects, I'm confident in delivering effective project management and driving business growth.
- **PMP Certification Training**
 - Completed comprehensive project management certification,
 - Proficient in managing projects and leading teams to successful completion.

PROJECTS

- **Astrobiology**
HELIX-ACA 2018
Exploring astrobiology's potential to revolutionize life sciences and healthcare.
- **Cancer and Technology**
HELIX-ACA 2019
Exploring innovative cancer solutions: curcumin-based treatments, nanorobot drug delivery, and early detection technologies.
- **Eco electric Impliment**
Eco Electric Implement Project: Revolutionizing eco-friendly transportation with renewable energy, awarded 2nd place in Navenya Competition of Science.

PUBLICATION

- **You are 23 Stories Away**
Published author in "You are 23 stories away" anthology.
Collaborated with Words Collab Foundation, showcasing themed storytelling expertise.
- **The joy of Peace**
Published author in "Vichitra: You are 23 stories away" anthology (Amazon, Flipkart)
Showcased creative writing skills via Words Collab Foundation.
- **Kaleidoscope**
Published poet in "Kaleidoscope" anthology (Amazon, Flipkart)

INTERESTS

- 1. Writing -
Multilingual writer, crafting compelling content in Marathi, Hindi, and English across 150+ works, spanning poetry, fiction, articles, and more.
- 2. Cooking -
Passionate home cook, blending global flavors and techniques.
- 3. Painting -
Freestyle painter and cartoon artist, exploring diverse techniques and mediums to express creativity and find serenity.
- 4. Crafting and Design -
Craft enthusiast seeking new techniques and materials to create innovative, imaginative pieces.

SKILLS


- Business Development
- Management
- Team Building and Leading
- Presentation
- Sales and Marketing
- CRM
- Communication
- Laboratory Management
- Microsoft Excel
- Power Point
- Edting
- Content Writing

HOBBIES

- Writing
- Voice Art/ Dubbing
- Cooking
- Reading
- Poetry

OBJECTIVE

To secure a role that aligns with my passion for writing, business development, and education, where I can apply my skills to make a meaningful impact."

Signature: 
Vaishnavi Suresh Ugale